



boundless

Director of Development

Boundless Israel

Remote, Northeast | Spring 2024

Theresa Leinker

VICE PRESIDENT

Development Guild DDI

800.537.9011 x241

tleinker@developmentguild.com

developmentguild.com

BOSTON | NEW YORK

Boundless Israel seeks its first full-time Director of Development to build foundation and individual fundraising in a growing program with great opportunity.

About Boundless Israel

Boundless Israel is a young, think-action tank organization with an extraordinary vision: a Jewish future that is courageous, deeply knowledgeable, and connected to Israel, with no room for hatred. Founded and led by Dr. Rachel Fish and Aviva Klompas, Boundless Israel is working to identify and address the system-wide challenges that prevent organizations from educating about Israel, engaging with Israel, and combating Jew-hatred. The organization is focused on revitalizing Israel education and taking bold collective action. It is uniquely positioned to understand the Jewish communal ecosystem and proactively identify meaningful interventions. Boundless Israel is U.S.-based and focused on disrupting perceptions and building new perspectives in this generation.

For more information about Boundless Israel, please visit www.boundlessisrael.org.

Fundraising at Boundless Israel

Philanthropy is a critical and increasing facet of the organization's operations and success. Boundless Israel is sustained primarily through the support of a select group of foundation funders and a small number of individual donors. In the past year, Boundless Israel has seen philanthropic revenue more than double, primarily in response to the war in Israel; fundraising has increased from just over \$1M annually to \$2M. With a strong base of foundation funders and a growing list of promising new prospects to engage and cultivate, Boundless Israel is committed to expanding its fundraising program.



Philanthropic revenue supports four key pillars of work:

- **Countering Online Antisemitism**
Boundless Israel partners with leading experts in data, polling, and communications to better understand the trends and spread of misinformation online. Boundless Israel uses these findings to make actionable recommendations to funders, community leaders, educators, policy makers, and partner organizations to mitigate the harms of online antisemitism.
- **Opinion Polling**
In light of the escalating rates of harassment and violence targeting Jewish communities in the United States, we must deepen our understanding of people's perceptions and knowledge of antisemitism so that we can more effectively formulate strategies to combat its proliferation. Boundless is studying the root causes, misconceptions, and historical contexts surrounding this age-old hatred and partnering with community leaders to develop targeted interventions that

foster greater societal awareness and a safer, more inclusive society. Boundless utilizes research to inform communication efforts about issues of antisemitism in America and the Oct. 7 War.

- **Research**

Boundless Israel has built an online repository to house research papers on Israel and antisemitism. These materials are broadly accessible, easily searchable, and digestible to practitioners in the Jewish community. This comprehensive research center builds a culture of information-sharing and embeds data-driven strategies into the work.

- **Education**

Boundless provides educational programming on the subjects of Israel and antisemitism, with a particular focus on addressing the system level challenge of building the capacity of educators with content, context, and confidence to lead and engage educationally. Its founders are thought leaders who frequently contribute to the discourse through presentations, op-eds, and media interviews.

There is tremendous potential for fundraising growth at Boundless Israel. The Director of Development will maintain and expand upon the current cohort of foundation funders and begin to build an individual giving program with a focus on major gifts. This is an opportunity to lead a successful foundation program, introduce new funders and donors to the organization, and make a difference in a bold mission combating antisemitism around the world.

About the Position

Reporting to and working closely with the co-founders of Boundless Israel, the Director of Development will be responsible for building a fundraising program that will sustain the tremendous growth seen in the past year. It's expected that the Director of Development, in collaboration with the co-founders, will raise a minimum of \$2.5M annually for the next 1-2 years and develop a comprehensive program for growth, expanding to diverse donor audiences in the next 5 years.



The Director of Development will oversee efforts to maximize funding from family and institutional foundations and proactively seek new funding opportunities, cultivate relationships with foundation officers, and monitor compliance with applications, reporting, and administration. They will be responsible for writing and submitting all grant applications. The Director of Development will also regularly research and identify new prospective funders.

This position will also identify, cultivate, and solicit best prospects from current individual donors and craft communications strategies to keep donors informed and engaged, and to attract new donors. The Director of Development will build the infrastructure for the nascent development program, including donor communications, gift processing and acknowledgement, and data management.

Key Responsibilities

The ideal candidate is enthusiastic about the opportunity to build and shape a program for foundation and individual donors in grassroots, mid-level, and major giving. The new Director of Development will understand and implement a moves management system and be motivated to connect donors with the programs and impact they care about most.

- Work closely with the co-founders of Boundless Israel to set annual philanthropic revenue goals and strategy.
- Write, review, and submit grants; track and oversee grant reporting.
- Manage and build relationships with current funders, as well as research, identify and qualify new opportunities.
- Identify best prospects from current individual donors and develop strategies for cultivation and solicitation; build and manage a portfolio of mid-level and major gift donors, closing a set number of gifts annually to meet revenue goals.
- Increase and expand giving from individuals by creating and implementing strategies for identification, cultivation, solicitation, and stewardship.
- Effectively cultivate and steward all donor and funder relationships.
- Develop donor-centered communications and fundraising materials to foster giving.
- Maintain accurate donor information and build the infrastructure for development program, including gift processing and acknowledgement, data management, and donor communications.



Key Qualifications

- A minimum of 5 years of relevant frontline fundraising and grant writing experience, and/or foundation relations experience.
- A demonstrated track record of success in generating significant grant revenue (5-figures and above) from foundations.
- Experience in building individual, mid-level, or major gift programs preferred.
- Outstanding written and verbal communication skills.
- Ability to meet deadlines, plan, and balance multiple competing priorities.
- Ability to craft coherent, organized, and compelling proposals and reports.
- Experience in an action-driven, entrepreneurial team environment; self-motivated and collaborative.

- A strong commitment to Boundless Israel’s mission to combat antisemitism and re-imagine Israel education.

Boundless provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, or local laws.

This position is fully remote with an expectation for travel for staff and donor visits as appropriate. The compensation range for this position begins at \$100,000, commensurate with experience.

To express interest, please submit your cover letter and resume in confidence [here](#).

For more information, please visit www.developmentguild.com.

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About Development Guild DDI

For 45 years, Development Guild DDI has consulted to leaders across the nonprofit spectrum. We have successfully collaborated with more than 650 clients nationwide in the sectors of health & science, education, environment, the arts, and social justice. We are experts in executive search and fundraising and are at the forefront of delivering best practice in these services.

With each engagement, we work in teams tailored to a client’s particular needs, providing sector-specific intelligence, cross-sector insight, and hands-on functional expertise. We combine our perspective on nonprofit leadership with our knowledge and experience in both fundraising and executive search. This distinct perspective enables us to deliver the most strategic and measurable impact.

